



# International Trade Administration—Fostering South Carolina’s **Competitiveness and Job Growth Through Trade**

Helping South Carolina companies export, penetrate new markets, and protect their interests abroad.

As the trade promotion arm of the U.S. Department of Commerce’s International Trade Administration, the U.S. Commercial Service (CS) helps thousands of companies—more than 85 percent of which are small and medium-sized businesses—export goods and services worth billions of dollars every year. Located in 109 offices in 48 states, as well as in 124 offices in nearly 80 countries, our global network of trade experts provides U.S. companies with the market intelligence, trade counseling, business matchmaking, and commercial diplomacy they need to succeed in international markets.

## Why South Carolina companies should export:

- Over 95 percent of the world’s customers are located beyond U.S. borders
- Exporters realize higher employment growth than non-exporters
- Most companies that export have an easier time riding out fluctuations in the U.S. economy and are more likely to stay in business
- Export wages are typically 13–18 percent higher than non-export wages

## Export Successes in South Carolina

**Just Aircraft** of Salem, SC, a manufacturer of light sport aircraft, contacted the CS Greenville office for assistance in identifying potential partners in Australia. CS Sydney, Australia, provided a comprehensive international partner search report – an in-depth study of the marketability and sales potential of the client’s sport airplanes in the Australian market and leads on prospective partners. As a direct result, Just Aircraft signed a distributor agreement with a company in Australia which led to the purchase of two airplane kits valued at \$50,000.

**Emitec** is a Fountain Inn manufacturer of catalytic converters. The firm contacted the Greenville, SC, office when one of its orders had been detained at Shanghai Port in China due to problems with the exporter’s Certificate of Origin. The CS Shanghai office determined Emitec’s Certificate of Origin was not an original copy, lacked proper notarization, and was not stamped by the local chamber of commerce. CS issued Emitec a new Certificate of Origin which met the necessary requirements of Chinese Customs, and the detained shipment worth \$66,000 was released.

## *ITA Impact on South Carolina (FY 09–10)*

- *CS-Facilitated Export Value: \$27,986,907*
- *Companies Served: 126*
- *Jobs Supported by Exports: 151*
- *Top Industries Served:*
  - *General Industrial Equipment & Supplies*
  - *Security & Safety Equipment*
  - *Architectural Services*
- *Export Markets: 60*
- *Active CS Clients: 336*

## U.S. Commercial Service South Carolina

Charleston  
(843) 746-3404  
[buyusa.gov/southcarolina](http://buyusa.gov/southcarolina)

Columbia  
(803) 777-2571  
[buyusa.gov/southcarolina](http://buyusa.gov/southcarolina)

Greenville  
(864) 250-8429  
[buyusa.gov/southcarolina](http://buyusa.gov/southcarolina)

**The U.S. Commercial Service supports the President’s National Export Initiative**